NAVSEA
PORT HUENEME
Surface Warfare Center Division

Commercial Activities Studies Forum

Acquisition Lessons Learned
6 March 2003

Janice Cave
Contract Specialist

NAVSEA
PORT HUENEME
Surface Warfare Center Division

Acquisition Concerns

- **Contracting team must be part of CA Team**
  - ✓ **Role in CA Inventory**
  - ✓ **Initial process training and planning**
  - ✓ **Communications with executing team and impacted personnel**
  - ✓ **Clear definition of all roles and requirements for all aspects of CA Study process**

NAVSEA
PORT HUENEME
Surface Warfare Center Division

Acquisition Concerns

- **CA support contractors' expertise in PWS prework and development**

- **Difficulty in securing appropriately qualified, dedicated govt. personnel for CA process through completion**

NAVSEA
PORT HUENEME
Surface Warfare Center Division

Acquisition Concerns

- **Culture of a CA procurement is very different from a standard procurement**
  - ✓ **CA is threatening for participants**
  - ✓ **Impacted customers are reacting to requirement, not proactively seeking support**

NAVSEA
PORT HUENEME
Surface Warfare Center Division

Impact of A-76 Circular Revision

Old Circular

- PWS controlled by CA Lead
- Timeframes adequate for multi-functional CA studies

New Circular

- PWS controlled by Contracting Officer
- High risk for meeting timeframes on multi-functional CA studies

Few variations from standard acquisition proce

NAVSEA
PORT HUENEME
Surface Warfare Center Division

Impact of A-76 Circular Revision

Old Circular

- Acq. success dependent on concurrent CA Team efforts
- Solicitation open until govt. bid submitted
- MEO assumed, process awaits govt. participation in procurement process

New Circular

- Acq. success dependent on prework by CA Team
- Solicitation timing independent of govt. bid
- Govt. is treated as another potential bidder and afforded no special treatment

Few variations from standard acquisition proce

NAVSEA
PORT HUENEME
Surface Warfare Center Division

Recommendations

- **Define business units for study with private sector desirability as one criteria**

- **Assure prework for potential PWS tasking is defined prior to CA study announcements**

NAVSEA
PORT HUENEME
Surface Warfare Center Division

Recommendations

- **Adopt multi-activity team approach to conducting CA studies, including procurement process**
  - ✓ **Potential for efficiencies**
  - ✓ **Expertise in CA process requirements enhanced and sustained**
  - ✓ **Morale issues for impacted employees mitigated (internal role limited to ombudsman / liaison)**